

WHAT IS CLAIMED IS:

1. A method for presenting sales lead information to a sales agent using the internet,
the method comprising:

inputting sales leads, having sales lead information, into a sales lead system, the sales

5 lead system identifying an assigned sales agent to work the lead;

transmitting the lead information to a web based lead system, which is associated with
the assigned agent;

accessing the lead information, by the assigned sales agent, by accessing the web based
lead system; and

10 presenting the lead information to the assigned sales agent using an agent processor by
transmitting the lead information from the web based lead system to the agent processor, the lead
information including dispositioning information, agent note information and source of sale
information.

15 2. The method of claim 1, wherein the lead information further includes at least one
of potential customer name, personal information and contact information.

3. The method of claim 1, wherein the lead information presented to the assigned
agent is included in a plurality of other lead information respectively associated with a plurality
of other leads.

20 4. The method of claim 3, wherein the plurality of other leads is presented to the
assigned agent in a segregated manner based on attributes of each respective plurality of leads.

5. The method of claim 4, wherein leads that have not been previously worked by
another agent is presented to the assigned agent separately from leads that have been previously
worked by another agent.

6. The method of claim 3, wherein the other lead information includes a calendar being presented to the user by the agent processor, the calendar including scheduled appointments for respective associated sales leads.

7. The method of claim 1, wherein the assigned sales agent, in conjunction with working the lead, inputs worked information relating to working the lead.

8. The method of claim 7, wherein the worked information is at least one of appointment information and call-back information.

9. The method of claim 7, wherein the worked information includes lead disposition information, the lead disposition information being input by the assigned agent upon completing working of the lead by the assigned agent, the disposition information controlling further automated processing of the sales lead.

10. The method of claim 1, further including accessing the lead information, by a sales management person, the sales management person monitoring working of the lead by the assigned agent.

11. The method of claim 10, wherein new lead information entered by the assigned agent is output for viewing by the sales management person in real time.

12. The method of claim 11, wherein the sales management person is disposed in a regional office.

13. The method of claim 1, further including the assigned agent entering information regarding a new agent generated lead into the agent processor, the new agent generated lead being transmitted to the lead processing portion, and wherein feedback information is provided to the assigned agent based on automated processing of the new agent generated lead in the lead processing portion.

14. The method of claim 1, wherein the presenting the lead information to the assigned sales agent includes presenting lead detail information, dispositioning information, agent note information and source of sale information to the assigned agent all on a single viewable screen.

15. The method of claim 14, wherein the assigned agent further possesses agent leads to work that have been generated by the agent, the agent leads being presented on the single viewable screen along with leads that are company generated.

16. The method of claim 15, wherein the single viewable screen also includes source of sale information, the source of sale information relating to persons involved in the processing of a lead and between which a commission associated with the lead is split.

17. A computer-implemented system for presenting sales lead information to a sales agent using the internet, the computer-implemented system comprising:

a lead processing portion that inputs sales leads having sales lead information, the lead processing portion identifying an assigned sales agent to work the lead;

a web based lead system, the lead processing portion transmitting the lead information to the web based lead system, the web based lead system being associated with the assigned sales agent;

an agent processor, the assigned sales agent accessing the lead information by accessing the web based lead system; and

wherein the lead information is presented to the assigned sales agent using the agent processor, the web based lead system transmitting the lead information from the web based lead system to the agent processor, the lead information including dispositioning information, agent note information and source of sale information.

18. The computer-implemented system of claim 17, wherein the agent processor presents lead detail information, dispositioning information, agent note information and source of sale information to the assigned sales agent all on a single viewable screen.

19. The computer-implemented system of claim 17, further including a sales management person processor for providing access to the lead information by a sales management person, the sales management person monitoring working of the lead by the assigned agent, and wherein new lead information entered by the assigned agent is output for viewing by the sales management person in real time.

20. A method for presenting sales lead information to a sales agent using the internet, the method comprising:

inputting sales leads, having sales lead information, into a sales lead system, the sales lead system identifying an assigned sales agent to work the lead;

transmitting the lead information to a web based lead system, which is associated with the assigned agent;

accessing the lead information, by the assigned sales agent, by accessing the web based lead system; and

presenting the lead information to the assigned sales agent using an agent processor by transmitting the lead information from the web based lead system to the agent processor, the lead information including dispositioning information, agent note information and source of sale information;

the method further including the assigned agent entering information regarding a new agent generated lead into the agent processor, the new agent generated lead being transmitted to the lead processing portion, and wherein feedback information is provided to the assigned agent

based on automated processing of the new agent generated lead in the lead processing portion;
and

wherein the presenting the lead information to the assigned sales agent includes
presenting lead detail information, dispositioning information, agent note information and source
5 of sale information to the assigned agent all on a single viewable screen.